CONTRA COSTA COUNTY OFFICE OF EDUCATION Career Technical Education (CTE)/ROP

Career Guide for High School Students











Visit our website at www.cocoschools.org/rop

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A special thank you to Chevron, our partner in career guidance activities.

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USING THE CAREER GUIDE

The purpose of this book is to assist you with career planning. It presents different career opportunities that are available to you, important tips, various samples, and contact information.

Monthly Expenses

As you are considering your career plans, you'll want to keep in mind the cost of living in Contra Costa County. The chart below gives the average cost of basic expenses. Your expenses may vary depending on where you wish to live and your lifestyle preferences. Do you want a large apartment, or will a studio do? Will you have roommates to share expenses? Do you like to eat out or cook your own meals? Do you spend a lot on entertainment or prefer watching TV at home? The costs listed are guidelines. Actual expenses might be more, depending on your lifestyle.

Rent (one bedroom apartment)	In excess of \$ 1,000
Utilities	\$200
Food	\$400
Transportation	\$550
Health Care Insurance	\$300
Clothing/Personal	\$250
Total	\$2,700

How much will you need to earn to meet your monthly living expenses? Remember that approximately 30% of your earnings may be deducted from your paycheck for federal and state taxes. If you make \$2,000 per month, \$600 might be deducted for taxes, leaving you with \$1,400. When first starting out, many people share an apartment or house with friends to help out with expenses.

Now it's your turn. Using the worksheet, fill in the amount needed for each item. For accurate figures, check rents in the classified ads or online and talk with your parents or friends who are already living on their own. You may see areas where you can cut costs, but be as realistic as possible.

(Check out www.CaliforniaRealityCheck.com)

Budget Worksheet

Dad get Trombineet	
Rent	
Utilities	
Gas & Electric	
Water	
Phone/Cell phone	
Cable/Satellite TV	
Internet	
Food	
Groceries	
Pizza/Snacks/etc.	
Restaurants	
Health	
Insurance	
Doctor's Visit	
Dentist	
Gym	
Personal	
Miscellaneous	
Grooming	
Entertainment and Fun	
Movies	
Concerts	
Hanging Out	
Adventure/Vacation	
Miscellaneous	
Pets	
Maintenance	
Student Loan	
Savings	
Transportation	
Car Payment	
Car Maintenance	
Gas	
Insurance	
Bus/BART	
Clothes	
Work Clothes	
Fun Clothes	
Laundry	
TOTAL:	
IVIAE	

Career Information Websites

Many schools offer career-guidance tools. These tools can assist you in finding out how your interests and skills fit with careers and college.

Use the Internet

Do not provide information that identifies you unless you know who is using this information. Do not pay for services.

Your interests and skills

www.californiacolleges.edu www.onetcenter.org www.careercafe.com

Job characteristics

www.jobstar.org www.onetcenter.org www.californiacareers.info www.contracostacareers.org

Career tests

www.LiveCareer.com www.cacareerzone.org

Labor market information

www.labormarketinfo.edd.ca.gov www.onetcenter.org www.careercafe.com www.whodouwant2b.com



Training Opportunities

Adult Schools

Acalanes Adult www.acalanes.k12.ca.us/adulted 925-280-3980 ext 8001

Antioch Adult www.aaep-antioch-ca.schoolloop. com 925-706-5310

Martinez Adult www.martinez.k12.ca.us/schools/ mae 925-228-3276

Mt. Diablo Adult www.mdae-mdusd-ca.schoolloop. com 925-685-7340

Pittsburg Adult www.pittsburg.k12.ca.us/paec 925-473-4460

San Ramon Adult Education www.venture.srvusd.k12.ca.us 925-470-1200

West Contra Costa Adult Education www.wccae.info 510-215-4666 or 510-559-2660

Contra Costa Community Colleges

Contra Costa College www.contracosta.edu 510-235-7800

Diablo Valley College www.dvc.edu 925-685-1230

Los Medanos College www.losmedanos.edu 925-439-2181

Other Colleges and Universities

John F. Kennedy University www.jfku.edu 1-800-696-5358

Saint Mary's College www.stmarys-ca.edu 925-631-4000

California State University www.calstate.edu

University of California www.universityofcalifornia.edu

Military

Careers in the Military www.careersinthemilitary.com

Volunteering

Volunteer Center of Contra Costa County www.helpnow.org

Training Programs

California Conservation Corps www.ccc.ca.gov

U.S. Job Corps www.jobcorps.doleta.gov

CTE/ROP

Contra Costa County Office of Education www.cocoschools.org/rop

Apprenticeships

Dept. of Industrial Relations www.dir.ca.gov/DAS

California Apprenticeship Coordinators Association www.calapprenticeship.org

Job Resources

Contact these resources for job listings

- · High School Career Center Staff
- · High School Work Experience Program
- · High School Job Board and Library
- · Community College Placement Center
- · Classified Advertisements
- · EASTBAY Works One-Stop Centers

Internet Contacts

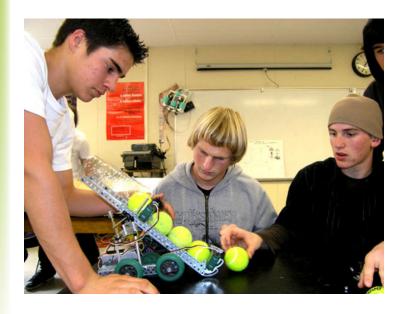
City of Concord Parks & Recreation www.ci.concord.ca.us

City of Richmond Arts & Leisure www.ci.richmond.ca.us

City of Walnut Creek www.ci.walnut-creek.org

Education Job Opportunities www.edjoin.org

Contra Costa County Office of Education www.cocoschools.org



Job Application

This may be the most important form you complete. It is used as a screening tool to limit the number of candidates to be interviewed.

Tips for filling out your application:

- Create a master application to bring with you when applying for jobs
- Bring your master application, résumé and list of references with you to help you fill out the application
- · Read through the entire application before you start to fill it out
- · Always print in blue or black ink, or type
- Be neat and clear
- Answer all questions or insert N/A if not applicable
- · List jobs by most recent job first

Mr. Joseph Brown 925-555-0910 Computer Teacher

Signature: Susan Ann Warren Date: 6/20/2015

- Concentrate on the skills that fit the particular job
- · Before handing it in, read through all your answers

Develop a list of references. Think about parents of friends, neighbors, teachers, past employers, and any other adults who can give you a character or work reference. Be sure to get permission from a potential reference before using him/ her as a reference.

Sample Job Application Personal Information:

First Name: Susan Middle: Ann Last Name: Warren
Street Address: 1234 Main Street, Apt. #4 City: Concord State: CA Zip: 94518
Phone Number: 925-555-1234 e-mail: swarren@gmail.com
Position/Availability: Position applied for: Office clerk
Days/Hours available: Sun Mon. X Tues. X Wed. X Th. X Fri. X Sat. X
Hours available: 8:00 a.m. to 5:00 p.m. Date available to start: 06/21/2015
Education: Name of School: Mt. Diablo High School Date Graduated: 06/15/2015 Skills and Qualifications: Type 40 words per minute. Basic understanding of Windows.
Microsoft Office, Internet and e-mail. Organized, self-motivated, creative and resourceful.
Work well with people, outgoing and friendly.
Employment History: Present or Last Position: Clerk
Address: 990 Contra Costa Blvd., Pleasant Hill, CA Phone Number: 925-555-1111
Supervisor: Anne White E-mail: awhite@gwi.org
From: <u>06/14/ 2014</u> To: <u>09/15/ 2014</u> Salary: \$9.00/hr.
Responsibilities: Greeted customers, cashiered, accepted donations from the public and
maintained inventory spreadsheets.
Reason for leaving: Summer position
References: Ms. Mary White 925-555-1112 Mr. William Jones 925-555-0909 Leadership Teacher

Cover Letter

Tips for writing your cover letter:

- Address it to a person and use his/her job title. Call and ask the receptionist if you cannot find the information elsewhere
- Demonstrate that you did your homework and are educated about the company
- · Sound enthusiastic and interested
- · Be professional, warm, and friendly
- Distinguish yourself. Add something that is unique about you
- Be sure to clarify the position for which you are applying
- Be brief less than one full page
- Remember to sign your name

Sample Cover Letter

Your Name Your Street Address City, State, Zip
Date Name of Contact Person Contact Person's Title Company Name Street Address City, State, Zip
My personal customer service policy can be summed up in two words, "Respect and Help." My school and work experience have required me to communicate with a diverse array of people, some of whom represented difficult challenges. I have refined my customer service skills to always offer respect and I am normally able to smooth ruffled feathers, solve problems, and provide satisfaction. These are exactly the skills that are vital for a successful sales associate, and I am eager to apply my talents at your business. I will call you Thursday to follow up.
Sincerely, Your Signature Your Name

Résumé

Your résumé showcases you and your success in school, at home, in your community, and at previous jobs.

Tips for writing your résumé:

- Limit vour résumé to one page
- Change the job objective to fit the specific job description
- Use terms like "on-the-job" or "course accomplishments"
- · Be honest
- Use action verbs to describe your skills and achievements
- Prepare a first draft
- · Revise and rewrite
- · Make it look good
- · Do not include your references on your résumé

Standard résumé (Functional or Chronological):

- · Use a common, easy-to-read font like Arial, Calibri, or Times New Roman
- · Use bullets for clarity
- Use proper formatting and good use of white space
- Use correct spelling and grammar

Electronic résumé – transmitted by e-mail

- · Use a font that's easy to read, like Arial or Times New Roman
- Use MS Word if possible
- Use correct spelling and grammar
- Save in "Plain Text" format

Scannable résumé – scanned into computer by company

- · Use a font that's easy to read, like Arial or Times New Roman
- Use 12-point type
- Use correct spelling and grammar
- Do not use bullets, italics, underlining, shadowing, graphics, boxes, or columns
- Do not fold or staple
- Do not use all caps
- · Align left

Sample Functional Résumé

This résumé emphasizes your skills, rather than your work history.

Your Name Your Street Address City, State, Zip Your Phone Number Your E-mail Address

OBJECTIVE:

To obtain a part-time sales associate position

SKILLS:

Communication

Completed a speech class and served as the leader of the Debate Team, both of which have provided me outstanding verbal and written communication skills.

Team Player

Experienced, dedicated team player, open-minded and willing to go the extra mile.

Customer Service

Courteous and respectful associate with good listening and problemsolving skills.

QUALIFICATIONS:

- · Excellent work ethic
- Microsoft Word, Excel and PowerPoint
- Sales experience

WORK HISTORY:

06/13 - 09/14 Antioch, CA Sales Associate - Forever 21 01/10 - 01/12 Antioch, CA Babysitter

EDUCATION: 06/15 Antioch, CA Diploma - Antioch High School

 Computer Applications I & II Communications

 Keyboarding GPA 3.6

Sample Chronological Résumé

This résumé is useful if you have a history of work experience.

Your Name **Your Street Address** City, State, Zip **Your Phone Number** Your E-mail Address

SUMMARY OF QUALIFICATIONS

Experienced sales associate with proven customer service skills. Awarded top sales award and earned employer praise for above average accuracy. Excellent track record handling responsibility and learning quickly.

SKILLS

- Communication
- Team Player
- Customer Service

QUALIFICATIONS

- · Excellent work ethic
- Sales experience
- Microsoft Word, Excel & PowerPoint

WORK HISTORY

06/13 - 09/14 Antioch, CA Sales Associate - Forever 21

- Top Sales Award
- Punctual
- · Performed closing duties
- Mastered Point of Sales System
- Balanced sales
- Stocked and maintained inventory

Babysitter - Antioch, CA

01/10 - 01/12

- Emergency & safety responsibilities
- Maintained a safe environment
- · Structured playtime
- Prepared nutritious meals
- CPR & First Aid Certifications

EDUCATION

06/15 Antioch, CA Diploma - Antioch High School

Communications

Computer Applications I & II

GPA 3.6

Keyboarding

Sample Scannable Résumé

Some companies might request a scannable résumé. Using optical character recognition (OCR) software, employers scan these résumés into their computer systems and search for key words that match the skills needed. The scannable résumé has minimal formatting, since bold type, italics, bullets, etc., is often not recognized by the OCR software.

Your Name Your Street Address City, State, Zip Your Phone Number Your E-mail Address

Objective

To obtain a part-time sales associate position.

Communications - Speech class and serving as leader of the Debate Team have given me outstanding communication skills, both verbal and

Team Player – Experienced, enthusiastic team player, open-minded and willing to go the extra mile.

Customer Service - Courteous and respectful associate with good listening and problem-solving skills.

Qualifications

Excellent work ethic, motivated, athletic with lots of energy, previous sales associate experience. Flexible and available both evenings and weekends.

Work History

Sales Associate, Forever 21, Antioch, CA 06/13 - 09/14 Babysitter, Antioch, CA 01/10 - 01/12

Education

Diploma, Antioch High School, Antioch, CA 06/15 Microsoft Word, Excel and PowerPoint, communication classes GPA 3.6, type 45 wpm

Job Interview

Interviewing Do's

Dress

- Do dress appropriately for the industry; your personal grooming and cleanliness should be impeccable
- · Do wear a tie or a collared shirt
- Do wear simple jewelry or no jewelry

Before the interview

- Do arrive early come alone
- · Do bring extra résumés to the interview
- Do bring your portfolio to the interview
- · Do treat all people you encounter with courtesy and respect; their opinions might be solicited during hiring decisions
- Do your research about the employer and have questions prepared to ask
- Do be prepared for typical interview questions

During the interview

- · Do introduce yourself by first and last name
- Do look the person in the eye and shake hands firmly
- Do wait until you are offered a chair before sitting
- Do show manners, courtesy, and maturity at every opportunity
- Do show willingness to start at the bottom and work up
- · Do maintain good eye contact during the interview
- · Do ask for clarification if you don't understand a question that is asked of you
- Do ask questions
- · Do thank the interviewer
- · Do get business cards from each person with whom you interview

After the interview

- Do make notes about the interview right away
- Do write a thank you letter to your interviewers promptly

Job Interview

Interviewing Don'ts

Dress

 Don't wear open-toed or backless shoes, sneakers, mules, jeans, baggy clothes, short skirts, tight or revealing clothing

During the interview

- Don't rely on your application or résumé to do the selling for you; you will need to sell yourself to the interviewer
- Don't make negative comments about previous employers or teachers
- Don't treat the interview casually as if you are just shopping around or doing the interview for practice
- Don't give the impression you are only interested in salary; don't ask about salary and benefit issues unless your interviewer brings up the subject
- Don't go to extremes with your posture; don't slouch, and don't sit rigidly on the edge of your chair
- Don't be soft-spoken
- Don't ever lie
- Don't answer questions with just a "yes or no"; provide examples whenever possible
- Don't bring up or discuss personal issues or family problems
- Don't use poor language, slang and pause words such as "like", "uh", "um" and "you know"
- Don't use the word "fired" or mention that you didn't get along with a past supervisor
- Don't panic if you trip, drop something or knock something over; show how calm you are under pressure
- Don't bring your cell phone or any electronic devices

Sample Interview Questions

Tell me about yourself.

My last job and volunteer experience dealt with customer service. I particularly enjoy helping people solve problems and working on a team.

Why are you leaving your current job?

I am looking for a position with increased responsibility.

Why do you want to work for this company?

I have researched the company and feel my qualifications are a good match for this position.

Have you ever been asked to leave a position?

Yes, my position changed and my available hours no longer matched those of the position.

Why should we hire you?

I am reliable and will work hard. I am always punctual and ready to help where needed. If you hire me, you will get someone who is not afraid to learn and is willing to go the extra mile.

Tell me about a weakness you have.

I like to be busy all the time, so I am normally looking for extra work.

Tell me about a problem you had and how you solved it.

I once saw an employee stealing. This person was a friend of mine and I didn't want to lose that friendship, but I reported the situation to my boss anyway. It was the right thing to do.

What would your past managers say about you?

My past managers would say that I was an outstanding employee and a valuable team player.

What do you like best about school?

I especially like working on team projects. I was in charge of decorations for our school dance. I organized the timeline for tasks and responsibilities, and my team and I worked together to set up the gym. We finished on time and under budget.

What do you think of your last boss?

My boss was fair and honest. He gave me many opportunities to learn.

Do you have any questions for me?

- How does an employee succeed on your team?
- What are some of the objectives you would like to see accomplished in this job?
- What are some of the difficult problems one would face in this position?
- Describe your ideal employee.
- What are the next steps?

Sample Interview Questions

What is legal and what is illegal to ask

Employers cannot directly ask you about any of the following nor can they discriminate against you because of

0	your race, color, religion, sex, national origin, age, disability, or genetic information.	
	Legal	Illegal
EM	ReligionCan you work weekends?Do you belong to any professional or trade groups?	What church do you belong to?
jaining Emplo	 National Origin Are you authorized to work in the United States? What languages do you speak, read, or write fluently? 	Are you a United States citizen?
<u>ت</u>	Age • Are you over the age of 18?	How old are you?
ن	 Can you perform the specific duties of the job? (OK question if interviewer has described the job duties) 	Do you have any disabilities?Tell me about your medical history.
	Marital/family statusCan you work overtime?Is there any reason you cannot start at 7:30 a.m.?	 Are you married? How many children do you have? Are you pregnant?
	 Personal Are you able to lift a 50-pound weight and carry it 100 yards as part of the job? 	How tall are you? How much do you weigh?
	Criminal RecordHave you ever been convicted of a crime?	Have you ever been arrested?Have you ever spent the night in jail?
	MilitaryWhat type of training or education did you receive in the military?	Were you honorably discharged from the military?

Thank You Letter

A thank you letter should be sent after the interview to thank the interviewer for the opportunity to interview and for his/her time.

Thank you letters:

- · Show the employer you will take the initiative to make contact soon
- · Add key information you may have forgotten in the interview, clarify any points, or try to ease any reservations the interviewer might have expressed
- · Get your name in front of the interviewer once again
- · One more chance to sell yourself

Tips for writing a thank you letter:

- · Address it to the interviewer, using his/her job title
- Limit your letter to one page
- Proofread carefully

Sample Thank You Letter

-
Your Name Your Street Address City, State, Zip
Date
Interviewer's Name, Job Title Company Name Street Address City, State, Zip
Dear,
I appreciate the time you took to acquaint me with your company and the available sales position.
After meeting with you, I know that I would be a great addition to your team and that my skills and experience are a good match for this position. Under your leadership, I have no doubt that I will be a productive sales associate.
I am available to start work immediately and look forward to hearing from you.
Sincerely,
Your Signature Your Name

aining Employment

Self-Describing & Action Words

The following is a list of words that can help you when you are filling out applications, writing your résumé, and answering interview questions. Use these words to:

Describe your skills, talents, and strengths

acquainted
active
adaptable
articulate
artistic
assertive
attentive
broad-minded
capable
committed
competent
conscientious
consistent
creative
dependable
determined
disciplined
discreet
down-to-earth

skiiis, taleili
effective
efficient
energetic
enthusiastic
fair
fair-minded
flexible
focused
genuine
goal-oriented
good
communicator
honest
intelligent
knowledgeable
leader
logical
loyal

mature
motivated
objective
observant
open to ideas
open-minded
orderly
organized
original
outgoing
patient
people-oriented
personable
polite
practical
proactive
productive
quick

realistic reliable resourceful responsible sense of humor sensible sincere stable strona tactful talented team player thoughtful trustworthy unique upbeat versatile vibrant

Describe your skills, talents, and strengths

acted
encouraged
adapted
addressed
aided
answered
applied
approved
arranged
assembled
assisted

assured
enlarged
enlisted
estimated
examined
exceeded
excelled
expanded
experienced
explained
extended

observed
obtained
offered
operated
ordered
organized
oversaw
packaged
participated
perfected
performed

studied supervised supported surpassed taught tested trained tutored uncovered understood

started

Key words to describe your experience

adapted created introduced reassured addressed decided invested recommended aided defined recruited investigated delivered answered justified reduced demonstrated learned refined applied determined lifted reinforced approved arranged developed listened reported assembled discovered located researched assisted dispensed logged reshaped assured distributed maintained resolved attained documented maximized responded attended edited measured reviewed awarded eliminated memorized revised balanced enabled merchandised saved filed molded scheduled brought built finished motivated secured calculated fixed negotiated served clarified formed persuaded simplified funded planned coached solved collected gained updated prepared communicated gathered processed verbalized compiled auided produced verified conducted handled volunteered programmed identified connected provided wrote contributed illustrated qualified coordinated increased realized



Working Youth

Getting ready to work - what you should know Work Permits:

If you are under 18, you will need a work permit. Contact your school or your school's district office.

If you are under 18, you may not:

- Drive a motor vehicle on public streets as part of the job
- · Drive a forklift
- · Use power equipment
- Work in wrecking, demolition, excavation, or roofing
- · Work in logging or sawmill operations
- · Handle, serve, or sell alcoholic beverages
- Work where there is exposure to radiation
- Work on any job declared hazardous by the U.S. Dept. of Labor

If you are 14 or 15 you may not:

- · Bake or cook on the job
- Work in dry cleaning or a commercial laundry
- · Build, construct, or do manufacturing work
- · Work on a ladder or scaffold

Your employer must provide:

- · A safe and healthful workplace
- Health and safety training, including information about hazardous chemicals
- · Protective clothing and equipment
- Payment for medical care if you get hurt or sick because of your job; you may be entitled to lost wages
- Minimum hourly wage In some cases, employer can pay less than minimum wage; for example, during your first 160 hours on the job if you have no previous similar work experience

You have a right to:

- Report safety problems to Cal/OSHA without jeopardizing your job
- Work without facing discrimination and/or sexual harassment
- · Refuse to work if the job is dangerous to your life or health
- Join or organize a union

Your responsibilities are to:

- Know and follow all safety rules and instructions
- Use safety equipment and protective clothing when needed
- · Look out for the safety of co-workers
- Keep work areas clean and neat
- Know what to do in an emergency
- Report all health and safety hazards to your supervisor

What hours can I work?

Ages 14 and 15

- 7:00 a.m. 7:00 p.m. from Labor Day to June 1
- 7:00 a.m. 9:00 p.m. from June 1 to Labor Day

Maximum hours when school is in session

- No work during school hours
- 18 hours per week
- 3 hours a day on school days
- 8 hours a day on a non-school day

Maximum hours when school is not in session

- 8 hours a day
- 40 hours per week

Ages 16 and 17

- 5:00 a.m. 10:00 p.m. when there is school the next day
- 5:00 a.m. 12:30 a.m. when there is no school the next day

Maximum hours when school is in session

- · 4 hours a day on school days
- · 8 hours a day on non-school days

Maximum hours when school is not in session

- 8 hours a day
- 48 hours a week (You will be paid overtime for any hours you work over 40 per week)

Social Security

You need a Social Security Number to get a job. Go to http://www.socialsecurity.gov to download an application, or call 1-800-772-1213.

Resources

Helpful Work Related Websites

The Department of Labor www.youthrules.dol.gov

Labor Occupational Health Program University of California www.lohp.org CalOSHA Industrial Relations Dept. www.dir.ca.gov

Sexual Harassment or Discrimination Department of Fair Employment and Housing www.dfeh.ca.gov 1-800-884-1684

CTE/ROP Information

CTE/ROP is the primary source of career and technical training for high school students. Students prepare for advanced training and/or entry-level jobs. Classes are located on 22 high school campuses in Contra Costa County, Albany, and Piedmont. Students earn high school graduation credit and/or college units. Many classes are UC/CSU approved courses.

For more information contact:

 Acalanes UHSD, Albany USD, Chevron Campus, John Swett USD, Martinez USD, Mt. McKinley School, Piedmont USD, San Ramon USD, West Contra Costa USD, West County Detention Facility

e-mail: jbrauning@cccoe.k12.ca.us

 Antioch USD, Clayton Valley Charter High School, Pittsburg USD, Golden Gate Community School, Liberty Union High SD, Marchus School, Mt. Diablo USD, Pittsburg Adult School, San Ramon USD,

e-mail: dhanel@cccoe.k12.ca.us

K12 SWP Coordinator

e-mail: nmorgan@cccoe.k12.ca.us



Visit our Website

www.cocoschools.org/rop

Contra Costa County CTE/ROP is accredited by Western Association of Schools and Colleges

Public Notice

The Contra Costa County Office of Education has a uniform complaint process as required in Code of Regulation, Title 5, Section 4622, COE Board Policy 1312.3(a). The Assistant Superintendent of Human Resources is designated as compliance officer. A copy of the policy is available in the CTE/ROP Administration Office. The policy provides for mediation or investigation, presentation of additional relevant information, finding and appeals as appropriate.

CTE/ROP, in compliance with federal law, does not discriminate on the basis of race, religion, national origin, gender, or disability.

Rev. 6_2015 DM



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